

Message Text

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R 042308Z JAN 74

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

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E.O. 11652:N/A

TAGS: BEXP, TC, KU, BA, MU, IR

SUBJECT: BUSINESS TRAVEL:ARABIAN GULF ENTERPRISES,
BLUE HILL, MAINE

1. PETER SUTHERLAND OF SUBJECT COMPANY REPRESENTS
NUMBER U.S. FIRMS INTERESTED DOING BUSINESS IN GULF AREA.
SUTHERLAND WILL VISIT AREA IN PERIOD JAN. 5-29 AND CALL ON
RESPECTIVE POSTS FOR ASSISTANCE. FOLLOWING IS ITINERARY:
IRAN, JAN. 5-7; KUWAIT, JAN. 8-13; BAHRAIN, JAN. 14-18;
ABU DHABI AND DUBAI, JAN. 19-24; MUSCAT, JAN. 25-29.

2. SUTHERLAND PUTTING MOST EMPHASIS THIS TRIP ON REPRESENTATION
GROUP U.S. FIRMS AND INDIVIDUALS ABLE PROVIDE VARIETY
SERVICES AND TURNKEY POSSIBILITIES. GROUP INCLUDES:
JERSEY SHORE STEEL CORPORATION, JERSEY SHORE, PA.--SMALL
STEEL ROLLING MILLS (INCLUDING SCRAP MELTING CAPABILITY) IN
DOLS 5 MILLION COST RANGE WITH INITIAL CAPACITY 20,000 TONS
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STEEL FABRICATING BARS; SNYDER ASSOCIATES, ESSEX, CONN.--

TURNKEY SERVICES TO ENGINEERING FIRMS IN UNDERDEVELOPED COUNTRIES, INCLUDING TECHNICAL SURVEY, MARKET SURVEY AND ANALYSIS, MANUFACTURING AND ECONOMIC SURVEYS, ADAPTIVE ENGINEERING, AND BUSINESS PLAN (IN ADDITION A TURNKEY CAPABILITIES, COMPANY SPECIALIZES IN METALWORKING, MATERIALS HANDLING, POWER AND ENERGY, SHIPBUILDING, FISHING, AND OFFSHORE SYSTEMS, AND PRES. ASA SNYDER REPORTEDLY IS EXPERT IN DESALINATION); OCEAN SHIP MANAGEMENT COMPANY, NYC--SUPERVISION OF CONSTRUCTION AND COMPLETE OUTFITTING OIL TANKER FLEETS, ALSO OPERATIONS SUPERVISION AND MAINTENANCE; DR. H.R. PERRY, EDITOR "CHEMICAL ENGINEERING HANDBOOK"--PURPORTEDLY COMPLETED IN JULY 1973 REPORT FOR SYRIAN MINISTRY PETROLEUM ENTITLED "UTILIZATION OF NATURAL GAS AND CRUDE OIL FOR PETROCHEMICALS PRODUCTION IN SAR"; MR. WILLIAM VAWTER, COMPUTER SYSTEMS CONSULTANT, PURPORTEDLY DIRECTED DURING 1972 DEVELOPMENT OF NATIONAL COMPUTER CENTER FOR ROYAL SCIENTIFIC SOCIETY IN AMMAN.

3. IN ADDITION ABOVE TURNKEY BUSINESS, SUTHERLAND INTERESTED LOCATING IMPORTERS CERTAIN PRODUCT LINES: GRAINS (PEAVEY COMPANY OF MINNEAPOLIS), CHEMICALS, TEXTILES, INDUSTRIAL LUBRICANTS (KEYSTONE LINE), HOSPITAL HARDWARE, INDUSTRIAL PUMPS, VOLKSWAGON AIR CONDITIONERS MADE IN TEXAS.

ACTION REQUESTED: SUTHERLAND HAS CONSULTED AT LENGTH WITH COMMERCE AND APPEARS HAVE SERIOUS INTEREST GULF AREA FOR BUSINESS OPERATIONS. POSTS REQUESTED EXTEND ASSISTANCE AND ARRANGE PRIOR APPOINTMENTS TO EXTENT POSSIBLE. PRIORITY ON TURNKEY BUSINESS PARA 2 ABOVE BUT WOULD LIKE WORK IN EXPORT APPOINTMENTS PARA 3 IF POSSIBLE. USUAL WAIVER APPLIES.
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TAGS: BEXP, TC, KU, BA, MU, IR
To: ABU DHABI MULTIPLE
Type: TE
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